

IMPORTERS' QUESTIONNAIRE
INTERNAL COMBUSTION INDUSTRIAL FORKLIFT TRUCKS FROM JAPAN

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than September 9, 2005

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review concerning internal combustion industrial forklift trucks from Japan (inv. No. 731-TA-377 (Second Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____

Address _____

City _____ State _____ Zip code _____

World Wide Web address _____

Has your firm imported internal combustion industrial ("ICI") forklift trucks (as defined in the instruction booklet) from any country at any time since January 1, 1999?

☐ **NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐ **YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this review in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout this review may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this review or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

()

Phone

()

Fax

PART I--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 30 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

- I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing internal combustion industrial ("ICI") forklift trucks from Japan into the United States or which are engaged in exporting ICI forklift trucks from Japan to the United States?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

- I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing ICI forklift trucks from countries other than Japan into the United States or which are engaged in exporting ICI forklift trucks from countries other than Japan to the United States?

☐ No ☐ Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

- I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of ICI forklift trucks?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

- I-7. Please indicate the nature of your firm's importing operations on ICI forklift trucks. More than one answer may be applicable.

☐ Importer of record ☐ Takes title to the imported product(s)
☐ Consignee of the imported product(s) ☐ Customs broker or freight forwarder

- I-8. If your firm is an importer of record of ICI forklift trucks but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

- I-9. Please indicate whether your firm enters ICI forklift trucks into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones ☐ No ☐ Yes--list location(s):

Bonded warehouses ☐ No ☐ Yes--list location(s):

PART I.--GENERAL QUESTIONS--Continued

- I-10. Please indicate whether your firm imports ICI forklift trucks under the TIB (temporary importation under bond) program.

☐ No ☐ Yes

- I-11. In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for ICI forklift trucks?

☐ No ☐ Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

- I-12. To your knowledge, have the products subject to this review been the subject of any other import relief investigations in the United States or in any other countries?

☐ No ☐ Yes--Please specify.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Cynthia Trainor (202-205-3354; e-mail: cynthia.trainor@usitc.gov). **Supply all data requested on a calendar-year basis.**

- II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

Phone No. _____ E-mail address _____

- II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of ICI forklift trucks since January 1, 1999?

☐ No ☐ Yes--Supply details as to the time, nature, and significance of such changes.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of ICI forklift trucks in the future?

☐ No

☐ Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of ICI forklift trucks in the future if the antidumping duty order on ICI forklift trucks from Japan were to be revoked?

☐ No

☐ Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

II-5. Has your firm imported or arranged for the importation of ICI forklift trucks from Japan for delivery after June 30, 2005?

☐ No

☐ Yes--Indicate when such orders are to be delivered and the quantities involved.

II-6. If your firm also produces ICI forklift trucks in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-7a. **IMPORTS BY SOURCE.**--Report your firm's imports and your firm's shipments and inventories of ICI forklift trucks imported by your firm during **1999-2004**. (See definitions in the instruction booklet.) **Report separately for Japan and for all other sources combined. Also report separately for each type of subject product imported (i.e., frames only, frames assembled with one or more component parts, or complete forklift trucks). Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

- (a) ☐ Japan ☐ All other sources combined¹
- (b) ☐ Frames only ☐ Frames assembled with one or more component parts ☐ Complete forklift trucks

(Quantity in units, value in \$1,000)						
Item	1999	2000	2001	2002	2003	2004
BEGINNING-OF-PERIOD INVENTORIES (quantity)						
IMPORTS: ²						
Quantity of imports						
Value of imports						
U.S. SHIPMENTS:						
Commercial shipments:						
Quantity of commercial shipments						
Value of commercial shipments						
Internal consumption/company transfers:						
Quantity of internal consumption/transfers						
Value ³ of internal consumption/transfers						
EXPORT SHIPMENTS: ⁴						
Quantity of export shipments						
Value of export shipments						
END-OF-PERIOD INVENTORIES ⁵ (quantity)						
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)						
U.S. SHIPMENTS TO DEALERS (quantity)						
U.S. SHIPMENTS TO END USERS (quantity)						
¹ Please identify these sources: _____						
² Please identify the foreign producers, if known: _____						
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999-2004 below: _____						
⁴ Identify your principal export markets: _____						
⁵ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____						

PART II.--TRADE AND RELATED INFORMATION--Continued

II-7b. **IMPORTS BY SOURCE.**--Report your firm's imports and your firm's shipments and inventories of ICI forklift trucks imported by your firm during the specified January-June periods. (See definitions in the instruction booklet.) **Report separately for Japan and for all other sources combined. Also report separately for each type of subject product imported (i.e., frames only, frames assembled with one or more component parts, or complete forklift trucks). Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

- (a) ☐ Japan ☐ All other sources combined¹
- (b) ☐ Frames only ☐ Frames assembled with one or more component parts ☐ Complete forklift trucks

(Quantity in units, value in \$1,000)		
Item	January-June 2004	January-June 2005
BEGINNING-OF-PERIOD INVENTORIES (quantity)		
IMPORTS:²		
Quantity of imports		
Value of imports		
U.S. SHIPMENTS:		
Commercial shipments:		
Quantity of commercial shipments		
Value of commercial shipments		
Internal consumption/company transfers:		
Quantity of internal consumption/transfers		
Value ³ of internal consumption/transfers		
EXPORT SHIPMENTS:⁴		
Quantity of export shipments		
Value of export shipments		
END-OF-PERIOD INVENTORIES⁵ (quantity)		
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)		
U.S. SHIPMENTS TO DEALERS (quantity)		
U.S. SHIPMENTS TO END USERS (quantity)		
¹ Please identify these sources: _____		
² Please identify the foreign producers, if known: _____		
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for January-June 2004 and 2005 below: _____		
⁴ Identify your principal export markets: _____		
⁵ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?		
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____		

PART II.--TRADE AND RELATED INFORMATION--Continued

- II-8. Describe the significance of the existing antidumping duty order covering imports of ICI forklift trucks from Japan in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

- II-9. Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of ICI forklift trucks in the future if the antidumping duty order on ICI forklift trucks from Japan were to be revoked?

☐ No

☐ Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

- II-10. Is the internal combustion forklift truck industry subject to business cycles and conditions of competition distinctive to this industry? Please explain and provide estimates of the duration and magnitude of any business cycles.

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Gerry Benedick (202-205-3244; e-mail gerald.benedick@usitc.gov).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____

Name and title

Phone No.

E-mail address

Section III-A.--PRICE DATA

This section requests quarterly sales quantity and value data concerning your firm's U.S. commercial shipments to U.S. dealers and end users UNRELATED (by ownership) to your firm for the following six products imported from Japan by your firm and shipped during January 1999-June 2005. Values should be for arms-length sales to unrelated U.S. customers, f.o.b. your U.S. point(s) of shipment, net of returns, refunds, discounts, and credits.

This section requests quarterly sales quantity and value data concerning your firm's U.S. commercial shipments to U.S. dealers and national-account end users UNRELATED (by ownership) to your firm for the specified six products imported from Japan by your firm and shipped during January 1999-June 2005. Values should be for arms-length sales to unrelated U.S. customers, f.o.b. your U.S. point(s) of shipment, net of returns, refunds, discounts, and credits.

NOTE: For sales to U.S. dealers, combine the selling price data for such sales from your firm's U.S. selling locations and through/from any U.S. distributors related (by ownership) to your firm.

NOTE: For sales to U.S. national-account end users, combine the selling price data for such sales from your firm's U.S. selling locations and through/from any U.S. distributors or dealers related (by ownership) to your firm. In addition, for your firm's selling price data to national-account end users, show separately, as provided in the table, shipments that involve (1) both outright sales (national-account end users take ownership) and full-payout/dollar-option/finance leases and shipments that involve (2) fair-market/operating leases.

Product 1.—New internal combustion engine forklift trucks, cushion tires, 3,000 pound basic lift capacity, liquid petroleum gas (propane, butane, methane, etc.) system, power shift (automatic) transmission, and a three-stage mast with a maximum lift height of 165-200 inches.

Product 2.—New internal combustion engine forklift trucks, pneumatic tires, 3,000 pound basic lift capacity, liquid petroleum gas (propane, butane, methane, etc.) system, power shift (automatic) transmission, and a three-stage mast with a maximum lift height of 165-200 inches.

Product 3.—New internal combustion engine forklift trucks, cushion tires, 5,000 pound basic lift capacity, liquid petroleum gas (propane, butane, methane, etc.) system, power shift (automatic) transmission, and a three-stage mast with a maximum lift height of 165-200 inches.

PART III.--PRICING AND MARKET FACTORS

Section III-A.--PRICE DATA

Product 4.—New internal combustion engine forklift trucks, pneumatic tires, 5,000 pound basic lift capacity, gasoline engine, power shift (automatic) transmission, and a three-stage mast with a maximum lift height of 165-200 inches.

Product 5.—New internal combustion engine forklift trucks, pneumatic tires, 8,000 pound basic lift capacity, gasoline engine, power shift (automatic) transmission, and a three-stage mast with a maximum lift height of 165-200 inches.

Product 6.—New internal combustion engine forklift trucks, pneumatic tires, 8,000 pound basic lift capacity, liquid petroleum gas (propane, butane, methane, etc.) system, power shift (automatic) transmission, and a three-stage mast with a maximum lift height of 165-200 inches.

COPY THE FOLLOWING PAGE AS NECESSARY. Complete a separate page for each of the specified products imported from Japan and sold/leased by your firm; check the box for the appropriate product number provided at the top of the table for each separate page.

PLEASE PROVIDE IN THE SPACE BELOW YOUR FIRM'S CRITERIA/BASES FOR DESIGNATING A U.S. END USER AS A NATIONAL ACCOUNT.

EXPLAIN BELOW THE IMPORTANCE OF QUANTITY PURCHASED IN SUCH A DESIGNATION AND WHETHER RESULTING PRICES OF ICI FORKLIFT TRUCKS TO NATIONAL-ACCOUNT END USERS ARE TYPICALLY LOWER THAN TO ALL YOUR OTHER END USER CUSTOMERS.

PART III.--PRICING AND MARKET FACTORS--Continued**Section III-A.--PRICE DATA--Continued**

☐ Product 1 ☐ Product 2 ☐ Product 3 ☐ Product 4 ☐ Product 5 ☐ Product 6

(Quantity in number of ICI forklift trucks, value in dollars)						
Period of shipment	Unrelated U.S. dealers		U.S. national-account end users			
			Outright sales and full-payout/dollar-option/finance leases		Fair-market/operating leases	
	Quantity	Value ¹	Quantity	Value ¹	Quantity	Value ¹
1999:						
January-March						
April-June						
July-September						
October-December						
2000:						
January-March						
April-June						
July-September						
October-December						
2001:						
January-March						
April-June						
July-September						
October-December						
2002:						
January-March						
April-June						
July-September						
October-December						
2003:						
January-March						
April-June						
July-September						
October-December						
2004:						
January-March						
April-June						
July-September						
October-December						
2005:						
January-March						
April-June						

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point(s) of shipment.

PART III.--PRICING AND MARKET FACTORS--Continued

Unless otherwise instructed, please answer all questions in the rest of part III based on your firm's total U.S. sales of its ICI forklift trucks imported from Japan and shipped to all U.S. customers during January 1999-June 2005. If your responses differ by sales to different types of U.S. customers (end users, types of end users (national accounts versus other end users), related or unrelated dealers, or related or unrelated distributors) or types/sizes of ICI forklift trucks that you produce, please explain in the margin or attach a separate response. **Please respond fully to the questions and attach additional pages of discussion as needed; identify attached responses with the question number.** *Unless otherwise specified, sales refer to sales and leases.*

Section III-B.--PRICE-RELATED QUESTIONS

- III-B-1. Approximately what U.S. shipment quantity (number of ICI forklift trucks) of your firm's total sales of ICI forklift trucks that it imported from Japan in 2004 were on a (1) long-term contract/agreement basis (multiple deliveries for more than 12 months), (2) short-term contract/agreement basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)? Report separately as indicated for shipments to unrelated (by ownership) customers and related (by ownership) customers.

Type of sale	Shipment quantity (number of ICI forklift trucks)	
	To unrelated customers	To related customers
Long-term contracts/agreements		
Short-term contracts/agreements		
Spot sales		

- III-B-2. If you sell on a long-term contract/agreement basis, please answer the following questions with respect to provisions of a typical long-term contract/agreement.

- (a) What is the average duration of a contract/agreement? _____
- (b) Can prices be renegotiated during the contract/agreement period? _____
- (c) Does the contract/agreement fix quantity, price, or both? _____
- (d) Does the contract/agreement have a meet or release provision? _____

- III-B-3. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract/agreement? _____
- (b) Can prices be renegotiated during the contract/agreement period? _____
- (c) Does the contract/agreement fix quantity, price, or both? _____
- (d) Does the contract/agreement have a meet or release provision? _____

PART III.--PRICING AND MARKET FACTORS--Continued**Section III-B.--PRICE-RELATED QUESTIONS**

- III-B-4. Please describe how your firm determines the prices that it charges for sales of the imported ICI forklift trucks that it imported from Japan (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

Long-term: _____

Short-term: _____

Spot: _____

- III-B-5. Please describe the bases for any price discounting by your firm (quantity discounts, annual total volume discounts, etc.), whether a formal policy or as needed for selected customers.

- III-B-6. What are your firm's typical sales terms for ICI forklift trucks that it imported from Japan (e.g., 2/10 net 30 days)? _____. On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry or your U.S. warehouse, or delivered)? _____

- III-B-7. What is the average lead time (days) between a customer's order and the date of delivery for your firm's sales of ICI forklift trucks that it imported from Japan?

Source	Share of 2004 sales	Lead time (days)
From inventory		
Produced to order		
Total	100%	

PART III.--PRICING AND MARKET FACTORS--Continued**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-8. (a) What is the approximate percentage of the total delivered cost to your firm's customers of the imported ICI forklift trucks from Japan that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

III-B-9. What is the geographic market area in the United States served by your firm's ICI forklift trucks imported from Japan?

☐ Northeast ☐ Mid-Atlantic ☐ Midwest ☐ Southeast
☐ Southwest ☐ Rocky Mountains ☐ West Coast ☐ Northwest
☐ National ☐ Other (describe) _____

III-B-10. Have there been any changes in the U.S. end uses of ICI forklift trucks since 1999?

☐ No ☐ Yes--Please describe.

III-B-11. Do you anticipate any changes in terms of the U.S. end uses of ICI forklift trucks in the future?

☐ No ☐ Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART III.--PRICING AND MARKET FACTORS--Continued**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

- II-B-12. (a) Please list in order of importance any products that may be substituted for ICI forklift trucks. If none, please indicate. (*Substitute products are products that can, based on market price considerations and residential consumer/industrial user preferences/technical requirements, reasonably be expected to substitute for each other when the price of one product changes vis-a-vis the price of the other product—some consumers/industrial users may require greater price changes than others before they switch among the alternative products.*)

___ None (skip to question III-B-14)

(1) _____ (2) _____ (3) _____

- (b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

- (c) Have changes in the prices of these products affected the price for ICI forklift trucks in the U.S. market since 1999?

☐ No

☐ Yes--Please explain how changes in the relative prices of the above substitutes affect the price or quantity of ICI forklift trucks or vice-a-versa. Also identify the percentage change in relative prices and the time lag for any such impact and whether this varies by type of ICI forklift truck or end use.

- III-B-13. Have there been any changes in the number or types of products that can be substituted for ICI forklift trucks since 1999 in the U.S. market?

☐ No

☐ Yes--Please explain.

PART III.--PRICING AND MARKET FACTORS--Continued**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-14. Do you anticipate any changes in terms of the substitutability of other products for ICI forklift trucks in the U.S. market in the future?

☐ No

☐ Yes--Please describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-15. To what extent have changes in the prices of raw materials affected your firm's selling prices for its imported ICI forklift trucks since 1999? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-16. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of imported ICI forklift trucks in the U.S. market since 1999?

☐ No

☐ Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

III-B-17. (a) Do you anticipate any changes in terms of the availability of imported ICI forklift trucks in the U.S. market in the future?

From Japan: ☐ Increase ☐ No Change ☐ Decrease

From countries other than Japan: ☐ Increase ☐ No Change ☐ Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART III.--PRICING AND MARKET FACTORS--Continued**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-18. Are ICI forklift trucks produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "O" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Japan	Other country 1	Other country 2	Other country 3
United States					
Japan					
Other country 1					
Other country 2					

¹ For any country-pair producing ICI forklift trucks which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

Identify: Other country 1–

Other Country 2–

Other country 3--

PART III.--PRICING AND MARKET FACTORS--Continued**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-19. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between ICI forklift trucks produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Japan	Other country 1	Other country 2	Other country 3
United States					
Japan					
Other country 1					
Other country 2					

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of ICI forklift trucks, identify the country-pair and report the advantages or disadvantages imparted by such factors:

Identify: Other country 1–

Other Country 2–

Other country 3--

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--PRICE-RELATED QUESTIONS--Continued

- III-B-20. a) Please explain below for the U.S. market the extent to which prices and quantities of used ICI forklift trucks may have affected the prices and quantities of new ICI forklift trucks since 1999.

- b) Is this impact expected to change in the future?

No ☐ Yes ☐ If yes, please explain below, noting the future time period, the expected change, and reason(s) for the change.

- III-B-21. a) Please identify and describe any financial support programs/efforts (examples include floorplans and advertising allowances, but may also include other financial support) that your firm offered to U.S. dealers of its imported ICI forklift trucks from Japan since 1999. Include your financial support to the dealer for its purchases of your ICI forklift trucks and its sales of these products to end users.

- b) Please report below your firm's total annual expenditures (in dollars) on these financial support programs/efforts during 2003 and 2004 that applied to U.S. sales of its imported ICI forklift trucks from Japan. Report separately for each period shown.

2003: _____ 2004: _____

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--PRICE-RELATED QUESTIONS--Continued

- III-B-22. a) Please identify and describe your various lease programs offered by your firm to its U.S. national-account end-user customers for your firm's imported ICI forklift trucks from Japan.

- b) Please estimate the share of your firm's 2004 shipments of its imported ICI forklift trucks from Japan to its national-account end-user customers that were outright sales and those that were leases; report separately for each type of lease program identified above.

- c) Is the price structure for each type of lease and for outright sales different from each other, or do the prices of your imported forklift trucks from Japan to national account end users remain unchanged by type of lease and by lease versus sale?

No ☐ Yes ☐ If yes, please explain below differences in the price structure

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-C.--MARKET FACTORS

III-C-1. Has the availability of NONSUBJECT imported ICI forklift trucks in the U.S. market changed since 1999?

☐ No ☐ Yes--Please explain and include country(ies) of origin.

III-C-2. Describe how easily your firm can shift its sales of foreign-produced ICI forklift trucks between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting foreign-produced ICI forklift trucks between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-C-3. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of ICI forklift trucks in the U.S. market since 1999?

☐ No ☐ Yes--Please describe and quantify if possible.

III-C-4. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of ICI forklift trucks in the U.S. market in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

☐ No ☐ Yes--Please identify, including the time period.

PART III.--PRICING AND MARKET FACTORS--Continued**Section III-C.--MARKET FACTORS--Continued**

III-C-5. a) How has demand within the United States for ICI forklift trucks changed since 1999?

☐ Increased ☐ Unchanged ☐ Decreased

☐ Other (describe) _____

What were the principal factors affecting changes in demand?

b) How has demand outside the United States, if known, for ICI forklift trucks changed since 1999?

☐ Increased ☐ Unchanged ☐ Decreased

☐ Other (describe) _____

What were the principal factors affecting changes in demand?

III-C-6. Do you anticipate any future changes in ICI forklift trucks demand in the United States and, if known, the rest of the world?

United States:

☐ No ☐ Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

Rest of the world:

☐ No ☐ Yes--Please describe and identify the time period and countries or regions. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

United States: _____

Rest of world: _____

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-C.--MARKET FACTORS--Continued

- III-C-7. Please compare market prices of ICI forklift trucks in U.S. and non-U.S. markets, if known. Provide specific information as to time periods, specific ICI forklift truck products, regions, and any other factors that would be appropriate for accurate price comparisons. Provide supporting documentation, if available.

- III-C-8. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss ICI forklift trucks supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Japan, and (3) the world as a whole. Of particular interest is such data from 1999 to the present and forecasts for the future.

- III-C-9. Are your firm's (or parent firm's) exports of Japanese-produced ICI forklift trucks subject to any tariff or non-tariff barriers to trade in other countries?

☐ No ☐ Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 1999, or that are expected to occur in the future.

- III-C-10. Does your firm sell its ICI forklift trucks that it imported from Japan to U.S. customers over the internet?

☐ No ☐ Yes--Please describe, noting the estimated percentage of your firm's total sales in 2004 of its imported ICI forklift trucks from Japan accounted for by internet sales.
